The Honorable Eric Leutheuser Chairman, House Commerce and Trade Committee N-992 Anderson House Office Building PO Box 30014 Lansing, MI 48933

Dear Chairman Leutheuser and members of the Commerce and Trade Committee:

We are writing to urge your opposition to Senate Bill 363. Our coalition is made up of organizations that believe Senate Bill 363 is bad public policy for Michigan. This legislation could increase costs to taxpayers for road salt by removing fair competition in the bidding process and negatively impacting Michigan small business employees.

Between 2013 and 2017, the State of Michigan spent an average of \$56 million annually for road salt. Currently, the state receives bids from four qualified road salt vendors. This legislation is targeted to give a sweetheart deal by creating a competition barrier.

We believe this legislation is bad public policy for Michigan for the following reasons:

- 1. This legislation will increase the price of road salt, costing Michigan taxpayers potentially millions of dollars.
- 2. This bill **picks winners and losers**. Hundreds of Michigan jobs are supported by road salt coming into Michigan through ports, docks, and trucking companies. Senate Bill 363 picks and prioritizes some Michigan jobs over others.
- 3. This legislation creates a barrier to fair and open competition on Michigan's road salt bid.
- 4. This legislation could cause **significant environmental impacts** and result in significant increased truck traffic on Michigan's roadways. Having responsible bidding practices encourages multiple vendors that utilize more environmentally friendly transportation practices and diverse transportation options such as vessels.

Creating a bidding preference for certain companies, regardless of the percentage, is bad public policy for Michigan taxpayers. It picks winners and losers, increases prices, while eliminating open and fair competition. For these reasons, we urge your opposition to Senate Bill 363.

Respectfully,





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Denise Donohue





















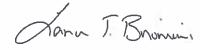
















10 Year State of Michigan Highway Deicing Participation and Results

| Total Bid | Volume | | Volume | NIM | Market |
|-----------|---------|---------------|---------|------------|--------|
| Volume | BID | Participation | WOW | × | Share |
| 1,109,744 | 622,020 | 26% | 533,510 | %98 *** | 48% |
| 982,324 | 548,775 | 26% | 468,118 | 85% | 48% |
| 1,000,979 | 527,530 | 23% | 310,855 | 26% | 31% |
| 1,291,379 | 232,620 | 18% | 232,620 | 100% | 18% |
| 997,839 | 517,650 | 25% | 319,999 | 62% | 32% |
| 781,364 | 350,580 | 45% | 310,680 | 89% | 40% |
| 975,030 | 203,850 | 21% | 152,150 | 75% | 16% |
| 916,975 | 339,585 | 37% | 226,235 | 8/29 | 25% |
| 1,304,081 | 185,850 | 14% | 185,850 | 100% | 14% |
| 1,434,201 | 39,600 | 3% | 39,600 | 100% | 3% |

| COMPASS MINERAL | Participation Volume WiN Market | 100% 322,464 29% 29% | 100% 127,674 13% 13% | 100% 675,674 68% 68% | 1,028,009 80% 80% | 100% 513,940 52% 52% | 100% 371,734 48% 48% | 100% 527,111 54% 54% | 100% 405,945 44% 44% | 100% 1,035,950 79% 79% | 100% 1,126,226 79% 79% |
|-----------------|---------------------------------|----------------------|----------------------|----------------------|-------------------|----------------------|----------------------|----------------------|----------------------|------------------------|------------------------|
| CON | Participation | 100% | 100% | 100% | 100% | 100% | 100% | 100% | 100% | 100% | 100% |
| | Volume | 1,109,744 | 982,324 | 1,000,979 | 1,291,379 | 997,839 | 781,364 | 975,030 | 916,975 | 1,304,081 | 1,434,201 |